

**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 13-MAR-2002**  
**EUROS IN 000'S**  
**GLOBAL MEDIA(1)**

<b>PRODUCT</b>	<b>Franchise Revenue</b>	<b>YTD(Feb) Franchise Revenue</b>	<b>Prior YTD Franchise Revenue</b>	<b>B/W PRIOR YTD Franchise Revenue</b>	<b>Mar Franchise Revenue</b>	<b>Balance Of Current Year Thru 1/231 Pipeline</b>	<b>Balance Of Cur Year Probability Weighted Pipeline</b>	<b>2002 Full Year Forecast</b>	<b>2002 Full Year Plan</b>	<b>B/W 2002 Full Year Plan</b>	<b>Future Year Pipeline Probability Weighted(3)</b>
M&A											
Other Advisory											
Total Advisory Products	162	14,182	6,037	8,145	1,514	97,920	23,485	39,182	48,000	(9,818)	
ECM											
Restricted Securities/PIPE	1,841	5,479	9,219	(3,740)	181	25,472	4,486	10,146	48,000	(38,854)	
Total Equity	(0)	(1)	40	(1,41)		1,143	114	113		113	
HY Bonds	1,841	6,478	8,269	(3,781)	181	26,616	4,600	10,259	49,000	(38,741)	
Bonds IG	2,622	7,906	4,786	3,120	526						
Leveraged Loans	985	1,127	-	1,127	-						
Loans IG	5,727	5,727	(242)	5,727	-	32,587	16,401	22,128	7,000	16,128	
Project Finance Advisory	(121)	-	-	(242)	-					(7,242)	
Total Debt	9,722	14,518	4,786	9,732	526	32,587	16,401	31,445	42,000	(19,555)	
NIM(2)											
Other											
Total CF Revenue	11,124	34,478	20,082	14,095	2,221	153,265	44,487	80,886	140,000	(59,114)	

Notes:

1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals

2) NIM on Hold Portfolio excluded (except REB and Latin America)

3) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000's  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
EchoStar - General Advisory (Vivendi) (D014601)	-	8,686	(145)	-	None
EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	-	NA SPON
Landmark Communications - general advisory(Retainer 2001-02) (D014724)	72	72	-	-	None
ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	375	-	-	EUR TECH
Scientific Atlanta -acquisition of Barconet-Project Baseball / Baseball (D013401)	-	-	-	-	EUR TECH
TMP Worldwide - Project University / University 1 (D013407)	-	3,474	-	-	None
TV Globo - Project Waves /Waves ... (D013628)	89	89	-	-	LA
Telecom Italia Mobile - M&A - Project Eifel / Eifel (D014121)	-	1,631	-	-	EUR TELE, ITALY, LA
<b>Total M&amp;A</b>		<b>162</b>	<b>14,182</b>	<b>1,514</b>	
<b>Total Advisory Products</b>		<b>162</b>	<b>14,182</b>	<b>1,514</b>	
AMC Entertainment - acq financing for General Cinema (D013398)	-	452	-	-	NA SPON
Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	-	NA TELE
Entercom Communications - HY offering (1Q 02) (D020688)	1,017	1,017	-	-	None
Galaxy Latin America -HY bond offering (1Q 01) (D002033)	1,505	1,505	-	-	LA
Hughes/PanAmSat - Project Pelican/intern financing 1Q02 / Pelican 1 (D015959)	-	4,864	-	-	NA SPON
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	-	-	628	None
<b>Total HY Bonds</b>		<b>2,522</b>	<b>7,906</b>	<b>526</b>	
Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	-	None
Walt Disney - IG Bond (M3182)	995	995	-	-	None
<b>Total Bonds IG</b>		<b>995</b>	<b>1,127</b>	<b>-</b>	
Comcast Cable - Strategic Lending Contract (M2222)	(54)	(107)	-	-	None
Infinity Broadcasting - Strategic Lending Contract (M2221)	(67)	(135)	-	-	None
<b>Total Loans IG</b>		<b>(121)</b>	<b>(242)</b>	<b>-</b>	
Hughes/PanAmSat - Project Pelican/intern financing 1Q02 / Pelican 1 (D015959)	5,727	5,727	-	-	NA SPON
<b>Total Leveraged Loans</b>		<b>5,727</b>	<b>5,727</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>9,122</b>	<b>14,518</b>	<b>526</b>	
Digital River - block trade (4Q 01) (D016304)	-	-	-	85	None
Entercom Communications - secondary offering (1Q 02) (D020128)	3,495	3,495	97	97	None
MediaNation - US\$11mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(1,664)	(1,664)	-	-	ASIA SPON, NA SPON
Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	-	FRANCE

FRANCHISE - REVENUE BY DEAL  
 AS OF: 13-MAR-2002  
 EUROS IN 000'S  
**GLOBAL MEDIA**

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
Total Equity	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) iBeam mtn (M1574)	1,841 (0)	5,479 (0)	181 -	None None
Total Private Placement-Equity		- (0)	- (1)	- -	-
Total Equity Products		1,841 11,124	5,478 34,178	181 2,221	
Total Product					

FRANCHISE - PIPELINE BY DEAL  
AS OF: 13 MAR 2002  
EUROS IN 000's  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline
		PROBABILITY	Mar	Apr	May	JUN		
							Future Months(1)	
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	100	-	-	-	3,428	0	3,429
M&A	Aurora Communications - general advisory (D012558)	75	-	752	-	-	0	752
M&A	BMG Storage Media - Project Blockbuster / Blockbuster- (D012541)	0	-	-	-	-	3,428	3,429
M&A	Bertelsmann - pot buy-out or minority in RTL / Rock	25	-	-	5,000	-	0	5,000
M&A	Bertelsmann - proj Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015526)	25	-	-	-	-	16,500	16,500
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	0	-	-	-	2,000	0	2,000
M&A	DTT-Online - general advisory (D005885)	25	-	-	-	7,200	0	7,200
M&A	Datacraft Asia - Acq of HK-based System Integrator US60-70mm, Silver (D011658)	0	-	-	-	10,000	0	10,000
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	914	914
M&A	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	8,000	0	8,000
M&A	Gazprion - sale of Gazprom Media to Spainuk Group (Astra) / Astra - (D013840)	75	2,000	-	-	8,000	0	8,000
M&A	Impresa/Cofina -pot merger of Impresa w/ Invesic (Ice Cube) / Ice club (D015714)	50	-	-	-	1,500	0	1,500
M&A	Impresa/Cofina -pot merger of Impresa w/ Invesic (Ice Cube) / Ice club (D015714)	100	75	-	-	-	0	75
M&A	Johnson Press - Acqn/adequacy fin for RIM / Pacific. (D014213)	50	-	-	3,714	-	0	3,714
M&A	Lagardere - project Larry/Emma (Eagle) / Eagle- (D005468)	0	-	-	-	-	10,000	10,000
M&A	Pinnacle Holdings - general advisory (2001) (D010196)	25	-	-	-	3,429	0	3,429
M&A	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	50	-	-	-	-	5,000	5,000
M&A	TV Globe - Project Waves / Waves (D013626)	75	86	-	-	-	0	86
M&A	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	0	-	-	-	4,037	0	4,037
M&A	Telefónica - Project Micro / Micro. (D012896)	25	-	-	-	2,657	0	2,657
M&A		2,161	-	752	8,714	42,451	43,843	97,920
Real Estate Advisory	Devis & Partners - Transmission Tower In Brooklyn (D020807)	0	-	-	-	-	-	23,486
Real Estate Advisory								
Advisory Products								
Leveraged Loans	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	75	430	-	-	-	-	
Leveraged Loans	EchoStar - acqn advisory and financing (GM - HE) (D014501)	50	-	-	-	0	430	430
Leveraged Loans	Liberty Media - E2bn Debt financing (D013612)	80	1,300	-	-	30,857	0	30,857
Leveraged Loans		1,730	-	-	-	0	1,300	1,300
Debt Products								
Leveraged Loans	Johnston Press - Acqn adequacy fin for RIM / Pacific. (D014213)	50	-	-	972	-	0	972
Leveraged Loans	UNI refi/revision - IPO (D020127)	50	-	8,000	-	-	0	8,000
Leveraged Loans	Lagardere - monisation of shares & convertible bond offering (D015805)	0	-	-	-	0	1,500	1,500
Leveraged Loans	SES - Advisory for acc. of GE Americom (Project Gerard) / Gerard (D005927)	0	-	-	-	15,000	15,000	15,000
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	10	-	-	972	-	16,500	16,500
Private Placement-Equity								
Equity Products	Private Placement-Equity	10	-	-	-	1,143	0	1,143
Equity Products								
Product								

1) Future Months include all pipeline, including future years

FRANCHISE REVENUE & PIPELINE BY MD & DIR  
2002-03-13 (Wed)  
EUROS IN 000's  
Global Media

BANKER	DEAL	PRODUCT	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
			PROB	N/A	N/A	752	
Amling, Jeffrey	Aurora Communications - General advisory (D012858)	Diversification Advisory	75%	-	-	-	-
Echotar - General Advisory (Wental) (D01654)	Other M&A Advisory	N/A	-	8,686	-	8,000	-
Echotar - Acq advisory and financing (Gm - HE) (D014601)	Acquisition Advisory	50%	-	-	-	-	-
Echotar - Acq advisory and financing (Gm - HE) (D014601)	Bridge Loans	N/A	-	(145)	-	30,857	-
Echotar - Acq advisory and financing (Gm - HE) (D014601)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	1,017	-	-	-	-
HughesPanAmSat - Project Peican/Interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	3,495	3,495	97	-	-
HughesPanAmSat - Project Peican/Interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	5,727	5,727	-	-	-
MediaNetwork - US\$1.11mn IPO on GEM - Proj Bus + Bus (Asia) ECM (D000494)	Equity-IPO	N/A	(1,654)	(1,654)	-	-	-
SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	Equity-Secondary	0%	-	-	-	15,000	-
Austin, Geoffrey	Gazprom - Sale of Gazprom Media to Sputnik Group (Astra) / Astra + (D013840)	Diversification Advisory	75%	-	-	-	-
Johnston Press - Acq advisory/equity fin for RIM / Pacific (D014213)	Acquisition Advisory	50%	-	-	-	2,000	-
Lagardere - Monization of shares & convertible bond offering (D015625)	Equity-Rights	50%	-	-	-	3,714	-
Lagardere - project Lam'Entima (Eagle) / Eagle+ (D005459)	Block Trade	0%	-	-	-	972	-
Carey, Charles	Adelphia Communications - general advisory (D012868)	Acquisition Advisory	0%	-	-	1,500	-
Entelcom Communications - HY offering (1Q 02) (D020128)	Diversification Advisory	75%	-	-	-	10,000	-
MediaNetwork - US\$1.11mn IPO on GEM - Proj Bus + Bus (Asia) ECM (D000494)	Bonds-Corporate High Yield	N/A	1,017	1,017	97	752	-
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Equity-Secondary	N/A	3,495	3,495	-	-	-
Adelphia Communications - HY Offering (2Q 01) (D013200)	Senior Bank Debt	N/A	(1,654)	(1,654)	-	-	-
Landmark Communications - general advisory/Railair 2001-Q2 (D014724)	Bonds Corporate High Yield	N/A	-	-	-	-	-
Berleismann - pot buy-out of minorities in RTL / Rock. (D014819)	Other M&A Advisory	N/A	-	-	-	-	-
Berleismann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em) (D015826)	Acquisition Advisory	25%	-	-	-	5,000	-
Boosky & Hawkes - divestiture advisory/defence & refinancing (D015339)	Acquisition Advisory	25%	-	-	-	16,500	-
Deutsche Telekom - Sale options for 16% stake in (D011449)	Diversification Advisory	0%	-	-	-	2,000	-
ImpressCofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice club (D015714)	Merger Advisory	0%	-	-	-	8,000	-
ImpressCofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice club (D015714)	Merger Advisory	100%	-	-	-	75	-
Legardere - project Lam'Entima (Eagle) / Eagle+ (D005459)	Equity-Secondary	50%	-	-	-	1,500	-
SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	Other M&A Advisory	0%	-	-	-	10,000	-
Lovell, Nicholas	ImpressCofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice club (D015714)	Merger Advisory	100%	-	-	15,000	-
Publids Group SA - convertible bond Q1 2002 (King) / King + (D016081)	Merger Advisory	50%	-	-	-	75	-
Berleismann - pot buy-out of minorities in RTL / Rock. (D014819)	Equity-Convertible Bonds	N/A	-	-	-	1,500	-
Berleismann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em) (D015826)	Acquisition Advisory	25%	-	-	-	-	-
Gazprom - Sale of Gazprom Media to Sputnik Group (Astra) / Astra + (D013840)	Acquisition Advisory	25%	-	-	-	5,000	-
ProSieben - merger advisory with Kirch Media (Pl) Concordia / Concord (D014982)	Diversification Advisory	75%	-	-	-	18,500	-
ProSieben - merger advisory with Kirch Media (Pl) Concordia / Concord (D014982)	Merger Advisory	50%	-	-	-	2,000	-
SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	Equity-Secondary	0%	-	-	-	5,000	-
Taylor Nelson Sofres - potential acquisition of Observer AB / Monode (D024045)	Other M&A Advisory	0%	-	-	-	4,037	-
Davis & Partners - Transmission Tower in Brooklyn (D020807)	Rail Estate Advisory	0%	-	-	-	15,000	-
HughesPanAmSat - Project Peican/Interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	-	-	1,143	-
Pinnacle Holdings - general advisory (2001) (D013080)	Senior Bank Debt	N/A	5,727	5,727	-	-	-
TV Globo - Project Waves / Waves ... (D013628)	Diversification Advisory	25%	-	-	-	4,864	-
Telecom Italia Mobile - M&A - Project Eifel / Eifel (D014121)	Diversification Advisory	75%	-	-	-	5,727	-
Telefonica - Project Micro / Micro. (D012856)	Diversification Advisory	0%	-	-	-	3,428	-
AMC Entertainment - acc financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	-	-	86	-
Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	-	-	1,503	-
LIN Television - IPO (D020127)	Equity-IPO	50%	-	-	-	2,857	-
Paul, Gregory R.	-	-	-	-	-	-	8,000

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FRANCHISE - REVENUE & PIPELINE BY M&D DIR									
2002-03-13 (Wed)									
EUROS IN 000'S									
Global Media.									

BANKER	DEAL	PRODUCT	PROB	FEB		YTD FEE		MAR		FRANCHISE PIPELINE
				FRANCHISE VALUE	FRANCHISE VALUE	FRANCHISE VALUE	FRANCHISE VALUE	FRANCHISE VALUE	FRANCHISE VALUE	
Thun-Hohenstein, Christian	Berlitzmann - Pot buy-out of minorities in RTL / Rock. (D014619) Berlitzmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826) Deutsche Telekom - Sale options for 16% stake in SES (D011449) EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	Acquisition Advisory Acquisition Advisory Divestiture Advisory Senior Bank Debt	25% 25% 0% 75%	-	-	-	-	-	3,000 16,500 8,000 430	-
Trotto, Dylan	AT&T Broadband - general advisory (Project Twist & Shout) / Twst & Sh (D010328) BMG Storage Media - Project Blockbuster / Blockbuster. (D012541) BusinessWire - general advisory (D005615) DTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255) Digital River - block trade (40,01) (D016304) Liberty Media - TMF Worldwide - Project University / University 1 (D013407) nCube - equity private placement (2002) (D01472)	Divestiture Advisory Acquisition Advisory Divestiture Advisory Acquisition Advisory Equity-Secondary Senior Bank Debt Acquisition Advisory Private Placement-Equity	100% 0% 25% 0% N/A 50% N/A 10%	-	-	-	-	-	3,429 3,428 7,200 10,000	-
Yung, Sun J.	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401) nCube - equity private placement (2002) (D01472)	Acquisition Advisory Private Placement-Equity	N/A 10%	-	-	1,514	-	1,143	1,143	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 13-MAR-2002**  
**EUROS IN 000'S**  
**EUROPE MEDIA (1)**

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- Notes:**  
1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
2) NIM on Holic Portfolio excluded (except REIB and Latin America)  
3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF 13-MAR-2002  
EUROSIN 000S  
EUROPEMEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	ProSieben - merger advisory with Kirch Media (P) Concordia) / Concord (D014982)	-	375	-	EUR TECH
Total M&A		-	375	-	
Total Advisory Products	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	375	-	FRANCE
Total Equity		-	3,638	-	
Total Equity Products		-	3,638	-	
Total Product		-	4,013	-	

FRANCHISE - PIPELINE BY DEAL  
AS OF 13-MAR-2002  
EUROS IN DOLLS  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
		PROBABILITY	Mar	Apr	May	Jun	Future Months(1)		
M&A	Berelsmann - pot buy-out of minorities in RTL / Rock.. (D014619)	25	-	-	5,000	-	0	5,000	1,250
M&A	Berelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015825)	25	-	-	-	16,500	16,500	4,125	-
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	0	-	-	-	2,000	0	2,000	-
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	8,000	0	8,000	-
M&A	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) Astra * (D013840)	75	2,000	-	-	-	0	2,000	1,500
M&A	Impresa/Cofina - pot merger or Impresa w/ Investec (Ice Cube) Ice cube (D015714)	50	-	-	-	1,500	0	1,500	750
M&A	Johnston Press - Acqn advisory fin for RIM / Pacific. (D014213)	100	75	-	-	-	0	75	75
M&A	Lagardere - project Jerry/Emma (Eagle) Eagle- (D005469)	50	-	-	3,714	-	0	3,714	1,857
M&A	ProSieben - merger advisory with Kirch Media (Pit Concordia) Concord (D014982)	50	-	-	-	10,000	10,000	5,000	-
M&A	Taylor Nelson Sofres - potential acquisition of Observer AB Monocle (D002405)	0	2,075	-	8,714	4,037	0	4,037	2,500
<b>Advisory Products</b>		<b>2,075</b>	<b>-</b>	<b>8,714</b>	<b>15,537</b>	<b>31,500</b>	<b>57,826</b>	<b>12,057</b>	
Leveraged Loans	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	75	430	-	-	0	430	430	323
<b>Leveraged Loans</b>		<b>75</b>	<b>430</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>430</b>	<b>430</b>	<b>323</b>
<b>Dent Products</b>		<b>430</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>430</b>	<b>430</b>	<b>323</b>
Equity	Johnston Press - Acqn advisory fin for RIM / Pacific. (D014213)	50	-	-	972	-	0	972	486
Equity	Lagardere - monetisation of shares & convertible bond offering (D015605)	0	-	-	-	1,500	1,500	-	-
Equity	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0	-	-	972	-	15,000	15,000	-
<b>Equity Products</b>		<b>0</b>	<b>-</b>	<b>972</b>	<b>-</b>	<b>16,500</b>	<b>17,472</b>	<b>486</b>	
Product		2,505	-	9,686	15,537	48,000	75,727	12,865	

1) Future Months include all pipeline, including future years

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-03-13 (Next)  
EUROS IN 000'S  
Europe Media.

BANKER	DEAL	PRODUCT	FEB FRANCHISE VALUE		YTD FEE FRANCHISE VALUE		MAR FRANCHISE VALUE		2002 FRANCHISE PIPELINE		FRANCHISE FUTURE PIPELINE
			PROB	50%	PROB	50%	PROB	50%	PROB	50%	
Aulin, Geoffrey	Gazprom - sale of Gazprom Media to Spurtek Group (Astra) / Astra * (D013840)	Acquisition Advisory	75%	-	-	-	-	-	2,000	-	
	Johnson Press - Acq advisory fin for RIM Pacific. (D014213)	Divestiture Advisory	50%	-	-	-	-	-	3,714	-	
	Johnson Press - Acq advisory fin for RIM Pacific. (D014213)	Equity-Rights	50%	-	-	-	-	-	972	-	
	Lagardere - monisation of shares & convertible bond offering (D015805)	Block Trade	0%	-	-	-	-	-	1,500	-	
	Lagardere - project Larry/Emma / Eagle (D005469)	Acquisition Advisory	0%	-	-	-	-	-	10,000	-	
Lovegrove, Stephen	Bertelsmann - pot buy-out of minorities in RTL / Rock. (D014619)	Acquisition Advisory	26%	-	-	-	-	-	5,000	-	
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory	25%	-	-	-	-	-	16,500	-	
	Deutsche Telekom - divestiture advisory/defence & refinancing (D015359)	Divestiture Advisory	0%	-	-	-	-	-	2,000	-	
	Impresa/Cofina - pot merger of Impresa w/ Invastec (Ice Cube) // ice club (D015714)	Divestiture Advisory	0%	-	-	-	-	-	8,000	-	
	Impresa/Cofina - pot merger of Impresa w/ Invastec (Ice Cube) // ice club (D015714)	Merger Advisory	100%	-	-	-	-	-	75	-	
	Legardere - project Larry/Emma / Eagle (D005469)	Merger Advisory	50%	-	-	-	-	-	1,500	-	
	SES - Advisory for acq. of GE American (Project General) / Gerard (D005927)	Acquisition Advisory	0%	-	-	-	-	-	10,000	-	
	Impresa/Cofina - pot merger of Impresa w/ Invastec (Ice Cube) // ice club (D015714)	Equity-Secondary	0%	-	-	-	-	-	15,000	-	
Lovell, Nicholas	Impresa/Cofina - pot merger of Impresa w/ Invastec (Ice Cube) // ice club (D015681)	Merger Advisory	100%	-	-	-	-	-	75	-	
	Publitas Group SA - convertible bond Q1 2002(King) I King * (D015681)	Merger Advisory	50%	-	-	-	-	-	1,500	-	
		Other M&A Advisory	N/A	-	-	-	-	-	3,638	-	
Machines, Bruce	Bertelsmann - pot buy-out of minorities in RTL / Rock. (D014619)	Acquisition Advisory	25%	-	-	-	-	-	5,000	-	
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory	25%	-	-	-	-	-	16,500	-	
	Gazprom - sale of Gazprom Media to Spurtek Group (Astra) / Astra * (D013840)	Divestiture Advisory	75%	-	-	-	-	-	2,000	-	
	ProSieben - merger advisory with Kirch Media (Pj Concordia) / Concord (D014882)	Merger Advisory	50%	-	-	-	-	-	5,000	-	
	ProSieben - merger advisory with Kirch Media (Pj Concordia) / Concord (D014882)	Merger Advisory	0%	-	-	-	-	-	15,000	-	
	SES - Advisory for acq. of GE American (Project General) / Gerard (D005927)	Equity-Secondary	0%	-	-	-	-	-	4,037	-	
	Taylor Nelson Sofres - potential acquisition of Observer AB / Montrice (D002405)	Other M&A Advisory	0%	-	-	-	-	-			
Thun-Hohenstein, Christian	Bertelsmann - pot buy-out of minorities in RTL / Rock. (D014619)	Acquisition Advisory	25%	-	-	-	-	-	5,000	-	
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory	25%	-	-	-	-	-	16,500	-	
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	-	-	8,000	-	
	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	Senior Bank Debt	75%	-	-	-	-	-	430	-	

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FRANCHISE - REV-NFLX PIPELINE SUMMARY  
 AS OF 13-MAR-2002  
 EUROS IN 000'S  
 NA MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	BYN PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Our Year Probability Weighted Pipeline	Future Year Pipeline Probability Weighted(3)	
								2002 Full Year Plan	BMW 2002 Full Year Plan
M&A	162	13,807	1,273	12,534	1,514	39,181	11,428	26,750	25,650
Other Advisory						1,143	-	-	1,100
Total Advisory Products	162	13,807	1,273	12,534	1,514	40,323	11,428	26,750	25,650
ECM	1,841	1,841	8,316	(6,475)	181	23,000	4,000	6,022	1,100
Restricted Securities/PPF	(0)	(0)	40	(41)	-	1,143	114	113	-
Total Equity	1,841	1,840	8,355	(6,516)	181	24,143	4,114	6,136	25,650
HY Bonds	2,522	7,906	4,786	3,120	526	-	-	8,431	7,330
Bonds IG	995	1,127	-	1,127	-	-	-	1,127	1,101
Leveraged Loans	5,727	5,727	-	5,727	-	32,157	16,079	21,805	(6,203)
Loans IG	(121)	(242)	-	(242)	-	-	-	(242)	18,140
Project Finance Advisory	-	-	-	-	-	-	-	3,665	3,665
Total Debt	9,122	14,518	4,786	9,732	526	32,167	16,079	31,122	21,890
NIM(2)	-	-	-	-	-	-	-	-	8,152
Other	11,124	30,165	14,414	15,760	2,221	98,623	31,621	64,007	73,290
Total CF Revenue									(9,233)

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF 13-MAR-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Feb		Franchise Revenue Mar		Other Coverage Groups
		Franchise Revenue YTD(Feb)	Franchise Revenue YTD(Mar)	Franchise Revenue Mar	Franchise Revenue Mar	
Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	-	-	None
Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	-	-	NA SPON
Landmark Communications - general advisory(Retainer 2001-02) (D014724)	72	72	-	-	-	None
Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	-	1,514	-	-	EUR TECH
TMP Worldwide - Project University / University 1 (D013407)	-	3,474	-	-	-	None
TV Globo - Project Waves / Waves ... (D013628)	89	89	-	-	-	LA
Telecom Italia Mobile - M&A - Project Eifel / Eifel (D014121)	-	1,631	-	-	-	EUR TELE, ITALY
<b>Total M&amp;A</b>		<b>162</b>	<b>13,807</b>	<b>1,514</b>		
<b>Total Advisory Products</b>		<b>162</b>	<b>13,807</b>	<b>1,514</b>		
AMC Entertainment - accq financing for General Cinema (D013398)	-	-	452	-	-	NA SPON
Adelphia Communications - HY Offering (2Q 01) (D013200)	-	-	68	-	-	NA TELE
Entercom Communications - HY offering (1Q 02) (D020688)	1,017	1,017	-	-	-	None
Galaxy Latin America - HY bond offering (1Q 01) (D002033)	1,505	1,505	-	-	-	LA
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015599)	-	4,864	-	-	-	NA SPON
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	-	526	-	-	None
<b>Total HY Bonds</b>		<b>2,522</b>	<b>7,906</b>	<b>526</b>		
Scholastic Corp - IG offering (1Q 02) (D020146)	-	-	133	-	-	None
Walt Disney - IG Bond (M3182)	995	995	-	-	-	None
<b>Total Bonds IG</b>		<b>995</b>	<b>1,127</b>	<b>-</b>		
Comcast Cable - Strategic Lending Contract (M2222)	(54)	(107)	-	-	-	None
Infinity Broadcasting - Strategic Lending Contract (M2221)	(67)	(135)	-	-	-	None
<b>Total Loans IG</b>		<b>(121)</b>	<b>(242)</b>	<b>-</b>		
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015599)	5,727	5,727	-	-	-	NA SPON
<b>Total Leveraged Loans</b>		<b>5,727</b>	<b>5,727</b>	<b>-</b>		
<b>Total Debt Products</b>		<b>9,122</b>	<b>14,518</b>	<b>526</b>		
Digital River - block trade (4Q 01) (D016304)	-	-	85	-	-	None
Entercom Communications - secondary offering (1Q 02) (D020128)	3,495	3,495	97	-	-	None
MediaNation - US\$111mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(1,654)	(1,654)	-	-	-	ASIA SPON, NA SPON

FRANCHISE - REVENUE BY DEAL  
 AS OF: 13-MAR-2002  
 EUROS IN 000'S  
 NAMEMEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
Total Equity	iBeam Broadcasting Warrant Income Realized/Unrealized (M1590) iBeam mm (M1574)	1,841	1,841	181	None None
Total Private Placement-Equity		(0)	(0)	-	-
Total Equity Products		1,841	1,840	181	
Total Product		11,124	30,165	2,221	

**FRANCHISE PIPELINE BY DEAL**  
**AS OF 13-MAR-2002**  
**EUROS IN 000's**  
**NA MEDIA**

PRODUCT	DEAL	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
		PROBABILITY	Mar	Apr	May	Jun	Future Months(1)		
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	100	-	-	-	3,428	0	3,429	3,429
M&A	Aurora Communications - general advisory (D012858)	75	-	752	-	-	0	752	564
M&A	BMG Storage Media - Project Blockbuster / Blockbuster (D012541)	0	-	-	-	-	3,429	3,429	-
M&A	BusinessWire - general advisory (D005685)	25	-	-	-	7,200	0	7,200	1,800
M&A	DTF-C Online - Project Shakespeare (ex-140) / Shakespeare (ex-140) form (D010255)	0	-	-	-	10,000	0	10,000	-
M&A	Echostar - acqn advisory and financing (GM + HE) (D014601)	50	-	-	-	-	8,000	8,000	4,000
M&A	Pinnacle Holdings - general advisory (2001) (D010190)	25	-	-	-	3,428	0	3,429	857
M&A	TV Globo - Project Waves / Waves ... (D013628)	75	86	-	-	-	0	86	64
M&A	Telefonica - Project Micro, Micro (D012586)	25	-	-	-	2,857	0	2,857	714
M&A		86	752	-	-	26,914	0	26,914	11,428
Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	39,181	39,181	11,428
Real Estate Advisory							1,143	1,143	-
Advisory Products		86	752	-	-	26,914	12,571	40,323	11,428
Leveraged Loans	Echostar - acqn advisory and financing (GM + HE) (D014601)	50	-	-	-	-	30,857	30,857	15,428
Leveraged Loans	Liberty Media - €2bn Debt financing (D013612)	50	1,300	-	-	-	0	1,300	650
Leveraged Loans		1,300	-	-	-	-	30,857	32,157	16,079
Debt Products		1,300	-	-	-	-	30,857	32,157	16,079
Equity	LIN Television - IPO (D020127)	50	-	8,000	-	-	0	8,000	4,000
Equity	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0	-	8,000	-	-	15,000	15,000	-
Equity		8,000	-	-	-	-	15,000	23,000	4,000
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	10	-	-	-	1,143	0	1,143	114
Private Placement-Equity		1,143	-	-	-	1,143	0	1,143	114
Equity Products		8,000	-	-	-	1,143	15,000	24,143	4,114
Product		1,386	8,752	-	-	28,057	58,429	96,553	31,621

1) Future Months include all pipeline, including future years

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-03-13 (West)  
EUROS IN 000's  
NVA Media.

BANKER	NAME	DEAL	PRODUCT	FEB	YTD FEB	MAR FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
				FRANCHISE VALUE	FRANCHISE VALUE			
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	PROB 75%	-	6,686	-	-	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	-	-	8,000	-
	Echostar - Acq/ Advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	(145)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	N/A	-	-	-	30,857	-
	Entercor Communications - secondary offering (Q2) (D020128)	Bonds-Corporate High Yield	N/A	1,017	1,017	-	-	-
	Entercor Communications - secondary offering (Q2) (D020128)	Equity-Secondary	N/A	3,495	3,495	97	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing Q02 / Pelican 1 (D015859)	Bonds-Corporate High Yield	N/A	4,864	4,864	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing Q02 / Pelican 1 (D015859)	Senior Bank Debt	N/A	5,727	5,727	-	-	-
	Mediation - US\$111mn IPO on GEIM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(1,654)	(1,654)	-	-	-
	SES - Advisory for acq. of GE American (Project Gerard) / Gerard (D005927)	Equity-Secondary	0%	-	-	-	15,000	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	75%	-	-	-	762	-
	Entercor Communications - HY offering (Q2) (D020128)	Bonds-Corporate High Yield	N/A	1,017	1,017	-	-	-
	Entercor Communications - Secondary offering (Q2) (D020128)	Equity-Secondary	N/A	3,495	3,495	97	-	-
	Mediation - US\$111mn IPO on GEIM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(1,654)	(1,654)	-	-	-
	Sinclair Broadcasting - HY offering (Q2) (D021370)	Bonds-Corporate High Yield	N/A	-	-	526	-	-
Graves, Daniel B.	Adelphia Communications - HY Offering (Q1) (D013200)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	Landmark Communications - general advisory (Retailer) (D011022)	Other M&A Advisory	N/A	68	68	-	-	-
Morris, J. L. Malcolm	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing Q02 / Pelican 1 (D015859)	Bonds-Corporate High Yield	N/A	-	-	-	1,143	-
	Hughes/PanAmSat - Project Pelican/Interim financing Q02 / Pelican 1 (D015859)	Senior Bank Debt	N/A	5,727	5,727	-	-	-
	Principe Holdings - General Advisory (D011030)	Divestiture Advisory	25%	-	-	-	3,429	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	75%	-	-	86	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	89	89	-	-	-
	Telcom Italia Mobile - MSA - Project Eitel / Eitel (D014121)	Divestiture Advisory	N/A	-	1,631	-	-	-
	Telcom Italia - Project Micro / Micro (D012896)	Divestiture Advisory	25%	-	-	-	2,857	-
Paul, Gregory R.	AMC Entertainment - acq. financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	Galaxy Latin America - HY bond offering (Q1 01) (D000033)	Bonds-Corporate High Yield	N/A	452	452	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	50%	1,505	1,505	-	8,000	-
Trotto, Dyen	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divastiture Advisory	100%	-	-	-	3,429	-
	BMG Storage Media - Project Blockbuster / Blockbuster- (D012641)	Acquisition Advisory	0%	-	-	-	3,429	-
	BusinessWire - General advisory (D000085)	Divastiture Advisory	25%	-	-	-	7,200	-
	DTR/Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255))	Acquisition Advisory	0%	-	-	-	10,000	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	-	85	-	-
	Liberty Media -	Senior Bank Debt	50%	-	-	-	1,300	-
	TMP Worldwide - Project University / University 1 (D011407)	Acquisition Advisory	N/A	-	-	3,474	-	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,143	-
Yung, Sun J.	Scientific Atlanta - acquisition of Burcon/Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	-	1,514	-	1,143
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY  
 AS OF 13-MAR-2002  
 EUROS IN 000's  
 ASIA PACIFIC MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Bal Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probabilty Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BNW 2002 Full Year Plan
M&A	-	-	-	-	-	914	-	-	-	-
Other Advisory Products	-	-	-	-	-	914	-	-	-	-
ECM	-	-	-	-	-	-	-	-	-	-
Restricted Securities/PPF	-	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-	-
HY Bonds	-	-	-	-	-	-	-	-	-	-
Bonds IG	-	-	-	-	-	-	-	-	-	-
Leveraged Loans	-	-	-	-	-	-	-	-	-	-
Loans IG	-	-	-	-	-	-	-	-	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-
Total Debt	-	-	-	-	-	-	-	-	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	-	-	-	-	-	914	-	-	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Held Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE PIPELINE BY DEAL  
AS OF: 13 MAR 2002  
EUROS IN 000'S  
ASIA PACIFIC MEDIA

PRODUCT	DEAL	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
		PROBABILITY	Mar	Apr	May	Jun	Future Months(1)		
M&A	Datacraft Asia - Acq of HK-based System Integrator US50-70mn / Silver (D011658)	0	-	-	-	-	914	914	
<u>M&amp;A</u>							914	914	
Advisory Products		-	-	-	-	-	914	914	
Product		-	-	-	-	-	914	914	

1) Future Months include all pipeline, including future years

